

Message Text

UNCLASSIFIED

PAGE 01 ABU DH 01352 010909Z

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ACTION NEA-09

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /017 W

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R 310720Z SEP 74

FM AMEMBASSY ABU DHABI

TO USDOC WASHDC

INFO SECSTATE WASHDC 2107

AMEMBASSY BEIRUT

AMEMBASSY TEHRAN

UNCLAS ABU DHABI 1352

E.O. 11652: N/A

TAGS: BIO, TC

SUBJECT: UAE SEEKS CONSULTANT FOR SATELLITE COMMUNICATIONS SYSTEM

1. SHAIKH SORUR, HEAD OF OFFICE OF PRESIDENTIAL AFFAIRS, HAS REQUESTED EMBASSY ASSISTANT IN LOCATING QUALIFIED US CONSULTING FIRM TO ASSIST UAE IN PLANNING, DESIGN, AND PURCHASE OF SATELLITE COMMUNICATIONS SYSTEM.

2. EMBASSY BELIEVES THIS EXCELLENT OPPORTUNITY FOR US TO ENTER EXPANDING FIELD OF TELECOMMUNICATION SERVICES AND EQUIPMENT IN UAE. US SALES PERFORMANCE HAS SO FAR BEEN DISAPPOINTING THIS FIELD, WITH ALMOST NO FEEDBACK FROM TELECOMMUNICATIONS TRADE MISSION IN MAY 1974. AS FAR AS WE CAN FIND OUT, MOTOROLA HAS BEEN ONLY US FIRM TO RESPOND TO TRADE OPPORTUNITIES FOR POLICE EMERGENCY ROAD ALARM SYSTEM AND FOR DIPLOMATIC COMMUNICATION SYSTEM.

3. SINCE THIS REQUEST MADE DIRECTLY FROM SHAIKH SORUR TO AMBASSADOR, USDOC PLS GIVE THIS INQUIRY PRIORITY HANDLING. SUGGEST CONTACTING FOLLOWING US FIRMS, WHICH HAVE EXPRESSED INTEREST IN WORKING THIS AREA: (A) BECHTEL TELECOMMUNICATIONS: (IRAN BECHTEL, P.O. BOX 2242, TEHRAN. TELEPHONE 64513 AND 65572). (B) COSMOS ENGINEERS, INC., BOX 34270, BETHESDA, MARYLAND 20034. TELEPHONE (301) 654-6758. (C) TELECONSULT, INC., 2918 "M" STREET, N.W.,
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WASHINGTON, D.C. 20007. TELEPHONE (202) 965-0790.

(D) PAGE COMMUNICATIONS ENGINEER, INC., NORTHROP PAGE
TECHNOLOGY PARK, VIENNA, VIRGINIA 22180. TELEPHONE
(703) 938-4000.

THESE OR OTHER INTERESTED FIRMS SHOULD TELEX THEIR
INTEREST TO : HIS EXCELLENCY SHAIKH SORUR, CHAIRMAN,
ABU DHABI DEPARTMENT OF WATER AND ELECTRICITY, 2369
MAKAHRABA AH.
STERNER

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NNN

*** Current Handling Restrictions *** n/a

*** Current Classification *** UNCLASSIFIED

Message Attributes

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Disposition Approved on Date:
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Disposition Date: 01 JAN 1960
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Status: <DBA CORRECTED> srp 971128
Subject: UAE SEEKS CONSULTANT FOR SATELLITE COMMUNICATIONS SYSTEM
TAGS: BTIO, TC
To: COM INFO BEIRUT
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